



Interstate Gas Supply, Inc.

(614) 734-2649

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Interstate Gas Supply, Inc.
5020 Bradenton Ave.
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To those interested in energy competition,

I am general counsel and regulatory affairs officer for one of the largest privately held natural gas marketers in the Midwest, including Michigan, Interstate Gas Supply, Inc. ("IGS").

IGS strongly supports the initiative regarding revision of the Home Solicitation Act, which if passed would significantly increase the opportunities that would exist for Michigan citizens to participate in natural gas competition. Natural Gas competition at the residential consumer level has been very successful in Ohio since its inception, and it is our belief that a significant part of that success is due to the education of residential consumers regarding the benefits of natural gas. From IGS' perspective, this education would not have developed as successfully as it has without the ability of marketers to telemarket to residential customers. In fact, in IGS' opinion, without telemarketing, it is unlikely that consumers would have achieved the level of knowledge, or resulting savings, that have been achieved in Ohio regarding natural gas choice.

In Michigan, in light of the Home Solicitation Act, telemarketing is not a viable means of communicating offers and enrolling customers because of the limitations contained therein. Since telemarketing is one of the most effective means of educating and enrolling customers in every other state in which IGS currently operates, including Ohio, Kentucky, Illinois, Pennsylvania and New York, with enrollment effective with a telephone voice verification, the cost and expense associated taking the additional step of obtaining a wet signature for each of these customers makes telemarketing a non viable means of customer communication and enrollment.

It is my understanding that the proposed legislation would erase any doubt that alternative gas and electric suppliers could contract with customers by means of telemarketing and a process referred to as "independent third party verification" without having to obtain an actual customer signature. IGS supported this incentive in Ohio's natural gas and electric industries and it has been successful and Ohio residential customers have significantly benefited from natural gas telemarketing campaigns.



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In the final analysis, the process we use in Ohio strikes an acceptable balance between promoting the growth of the competitive natural gas market and ensuring consumer protection. I would expect that upon passage of the proposed legislation addressed here Michigan would have the same experience.

Sincerely,

Vincent A. Parisi

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